

# POLY SOLUTION FOR MS TEAMS

Václav Petrželka, Territory Account Manager, Poly | HP  
Tomáš Kříž, Senior Sales Engineer, Poly | HP





# POLY COMPANY OVERVIEW

**Václav Petrželka**, Territory Account Manager, Poly | HP





**Plantronics, founded in 1961**

**Polycom, founded in 1990**

**Plantronics purchased Polycom in 2018**

**Poly was born in 2019**

**HP Inc. acquires Poly in 2022**

# POLY BY THE NUMBERS

1

“Giant leap for mankind”

1969

The year a Plantronics headset carried Neil Armstrong’s historic first words from the moon

6,600

Poly employees worldwide  
as of February 2021

1,878

Patents in force worldwide  
February 2021

30+

Cloud ecosystems rely on Poly products

63

Active global offices  
(across 39 countries)

\$1.6B

In annual revenue FY2020  
July 2022

100%

Fortune 500 companies rely on Poly products and services



# OUR MISSION



PEOPLE



TECHNOLOGY



SPACES

WE DELIVER THE  
FUTURE OF WORK





**OUR  
VISION**

**TOTAL EQUALITY  
BETWEEN THOSE IN THE ROOM  
AND THOSE WHO AREN'T**



# PEOPLE TO SPACES: DRIVING REQUIREMENTS



## **FLEXIBLE**

Enables work from anywhere.

## **CONSISTENT**

Delivers a consistent experience across spaces.

## **EQUAL**

Provides equitable experiences for in-room and remote participants.

# POLY + MICROSOFT

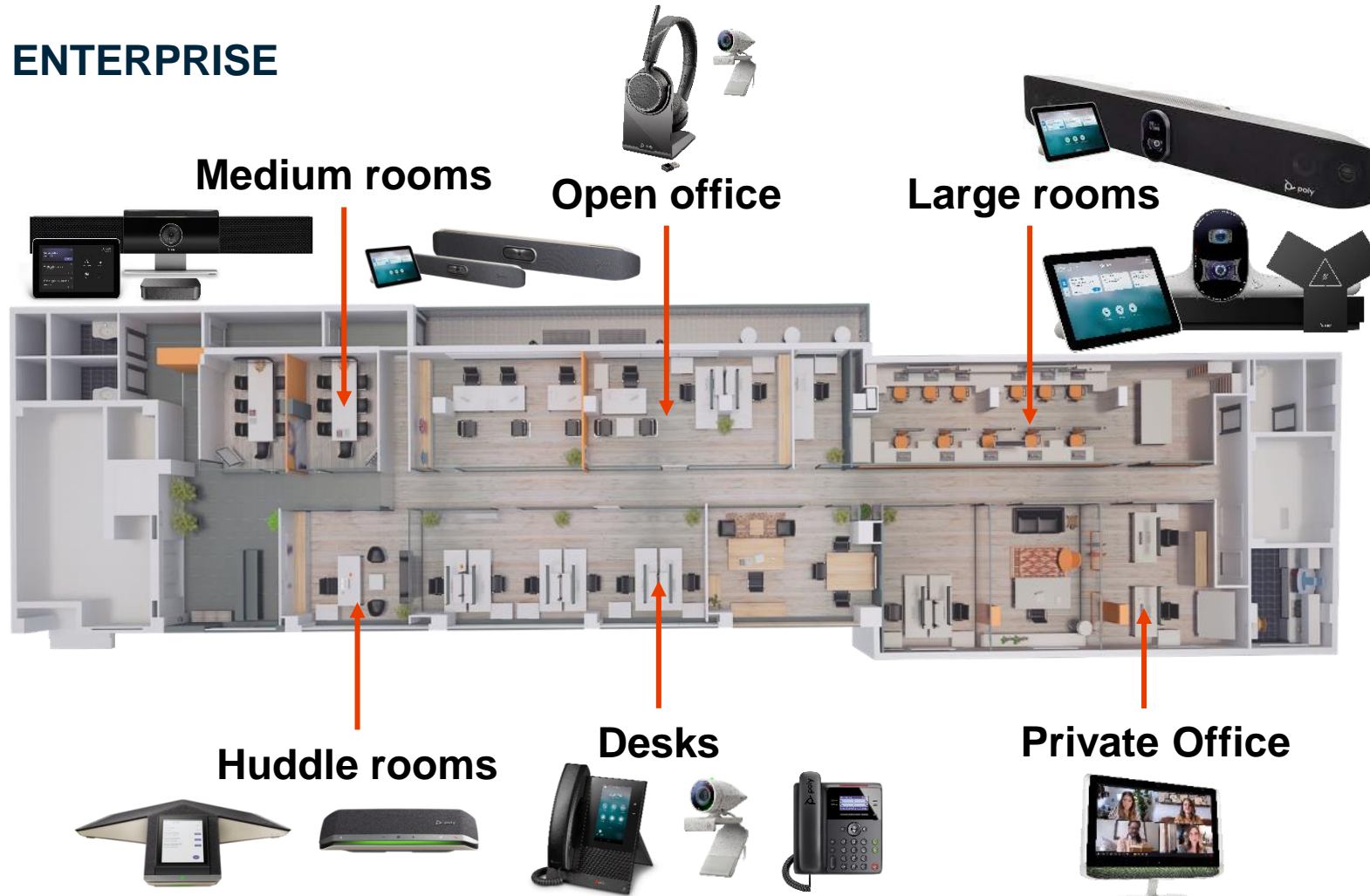
POLY PROVIDES THE RICHEST  
AND MOST COMPLETE MICROSOFT  
TEAMS EXPERIENCE



# POLY ENABLES NEW WAY OF WORKING



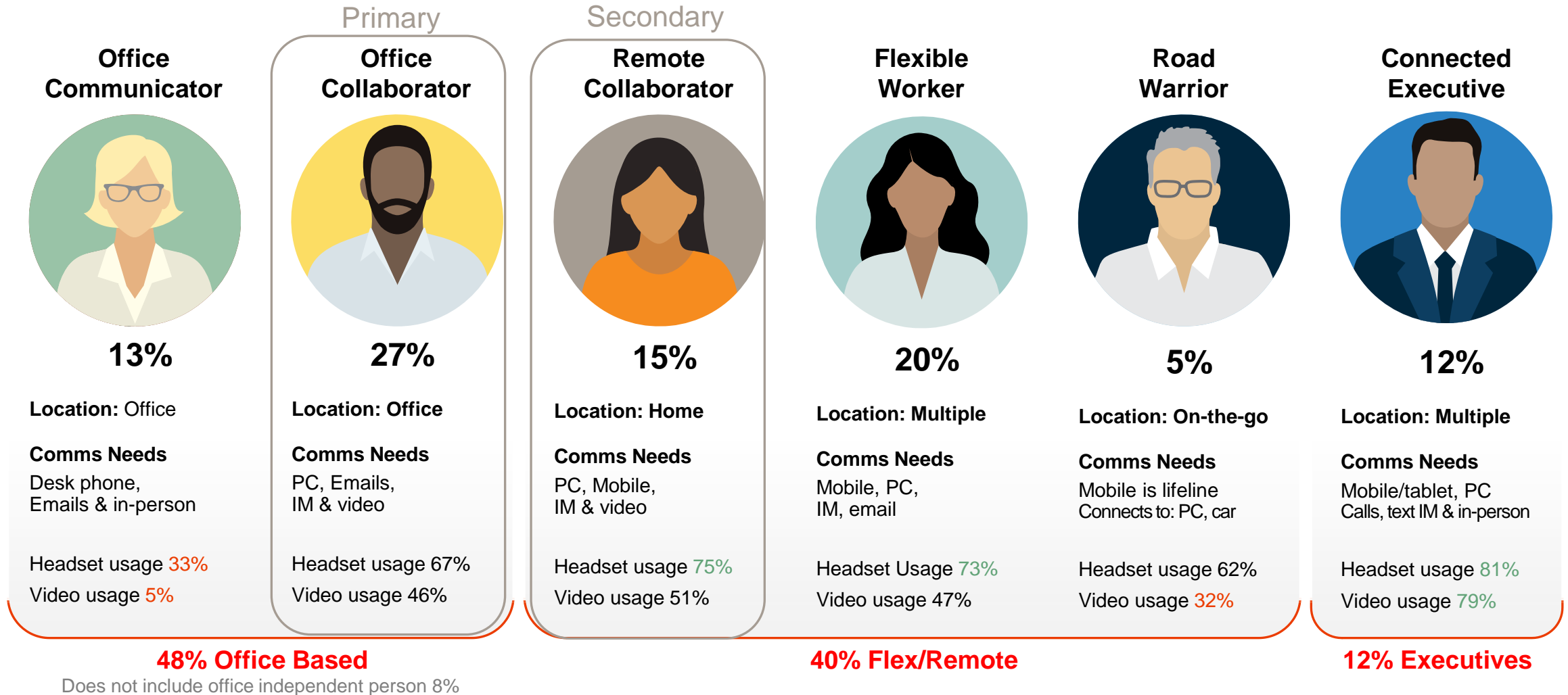
## ENTERPRISE



## REMOTE/HOME



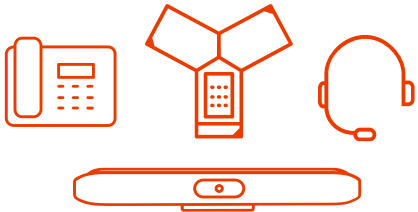
# WORKSTYLES FRAME A SPECTRUM OF NEEDS



These represent 92% of the workstyles in a typical enterprise

# COMBINED POWER OF POLY

Devices, Management, Insights, and Services to make you smarter



## Poly Devices

Solutions for any environment or need

Complete portfolio & Smart endpoints



## Poly Management and Insights

Deploy, manage, monitor



## Poly Services

Flexible and tailored to business needs



## CUSTOMER VALUE

**Reduce the burden on your internal teams while keeping your solutions reliable and cost-effective**





# POLY SOLUTIONS

**Tomáš Kříž**, Senior Sales Engineer, Poly | HP

# VIDEO REVOLUTION IS HERE



## VIDEO IN 2019

- Mostly used within large enterprises
- Mostly in meeting rooms
- Some use by select remote workers



## VIDEO IN 2020

- Used by organizations of all sizes
- Used mostly at home
- Used by almost everyone



## VIDEO IN 2021+

- Used by most organizations
- Used at home and office
- Used and understood by almost everyone
- Hybrid model

# AMBIENT NOISE NOW AFFECTING MORE WORKERS

## AMBIENT NOISE EXPERIENCE

**94% experience ambient noise during calls,**  
up from 71% in 2017\*

## AVERAGE NUMBER OF AMBIENT NOISE TYPES

**On average, 6-7 different ambient noises**  
are experienced by workers\*

## TOP 3 AMBIENT NOISE WHEN WORKING IN AN OFFICE



**Phone ringing**



**People chatting**



**People talking on phone**

## TOP 3 AMBIENT NOISE WHEN WORKING FROM HOME



**Kitchen appliance**



**Music/TV in another room**



**People talking in background**



# FLEXIBLE, CONSISTENT & EQUAL EXPERIENCES ACROSS ALL SPACES AND PLATFORMS

## AUDIO



Active Noise Cancellation & Noise-Canceling Microphones



Acoustic Fence



RING!

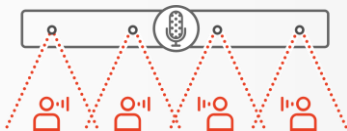


CLICK!



BARK!

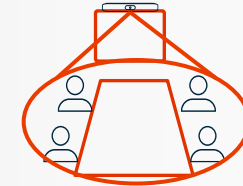
NoiseBlock AI



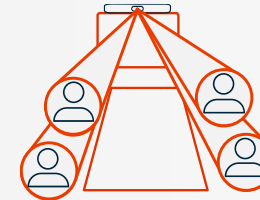
Next-generation Beamforming Microphone Array

Pro-grade  
audio and  
video across  
spaces and  
devices

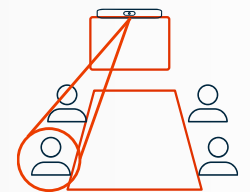
## VIDEO



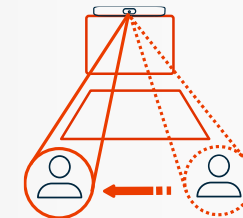
Group Framing



People Framing



Speaker Framing



Presenter Tracking



Poly DirectorAI

# POLY DIRECTORAI

## People Framing

People framing is the newest mode within Poly DirectorAI smart camera technology.

Here's how it works:

- AI detects faces in a room.
- Camera crops each face into its own frame (up to six)
- All frames are composited into one stream and sent to video app
- Currently available on Studio E70



CAMERA VIEW



CAMERA OUTPUT



PEOPLE FRAMING IN ACTION

# PROFESSIONAL HEADSETS AND SPEAKERPHONES



Voyager 4300 UC



Voyager 5200 UC



Voyager 6200 UC



Voyager Focus 2



Blackwire 5200



Voyager 4245



Savi 8200 UC



Savi 7200 Office



Sync Series



Sync Series



Sync Series



Sync Series



EncorePro 300 Series



DA 85-M



MDA Series















# VOYAGER FOCUS 2

## Design features

Ultra-comfortable  
headband with sling

Digital Hybrid ANC

Audio over USB mode

Online indicator

**Poly Lens**

cloud management (some  
solutions sold separately)



Up to 25 hours  
talk time

Smart sensors  
for easy call answer

Plush ear cushions

**Discreet boom with  
Acoustic Fence technology**

Meets Microsoft Teams  
open office premium  
microphone specification



# A POLY SYNC FOR EVERY ENVIRONMENT!



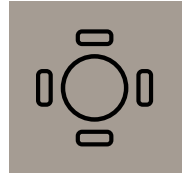
## POLY SYNC 60

Small to medium conference rooms  
Typical room size: 6 m x 6 m



## POLY SYNC 40

Flexible/huddle rooms  
Typical room size: 5 m x 5 m



## POLY SYNC 20

Portable and personal  
Typical room size: 4 m x 4 m



## POLY SYNC 10

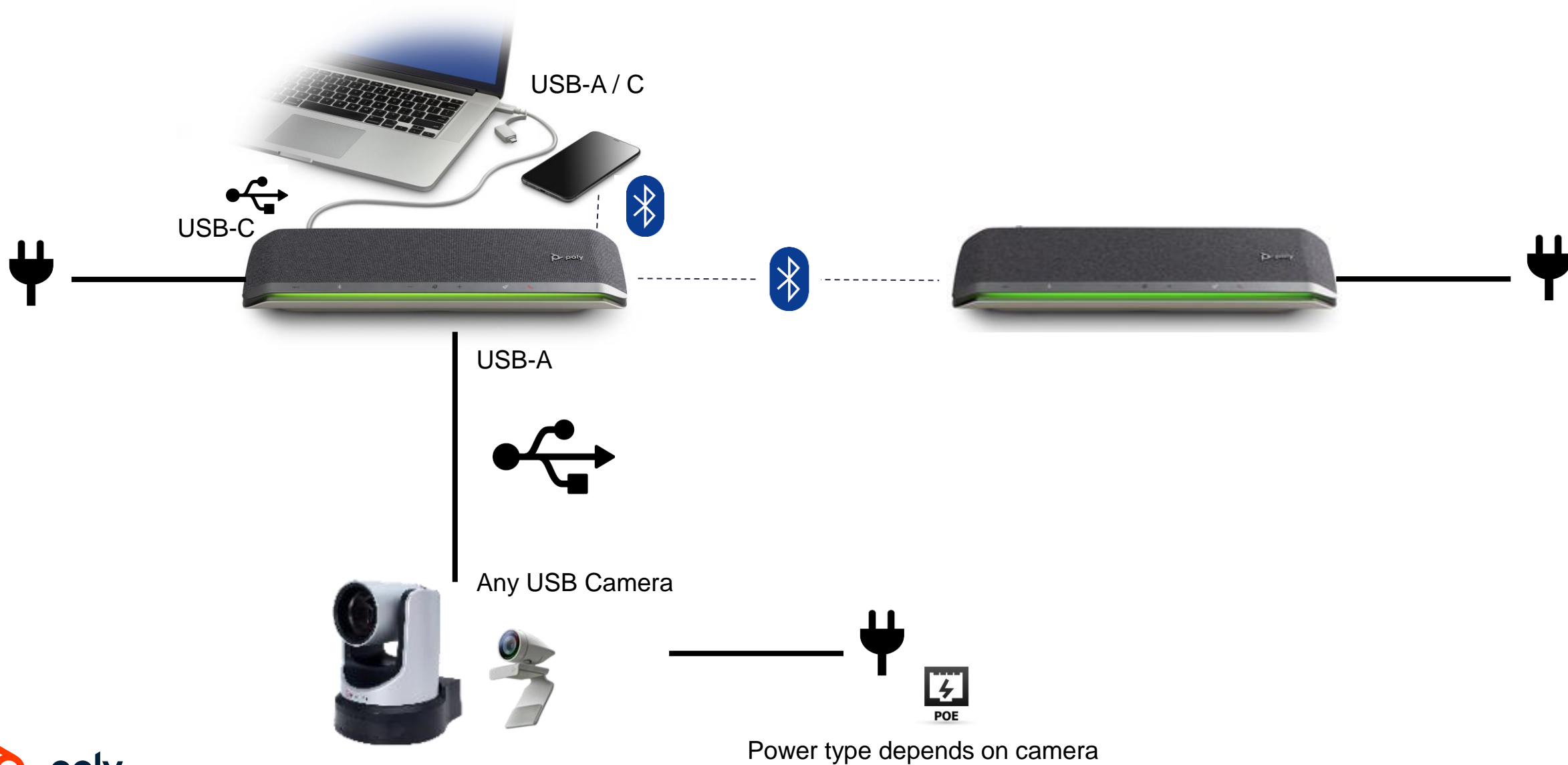
Home office use  
Typical room size: 3 m x 3 m



**poly** | LENS



# POLY SYNC 60 WITH CAMERA





# PERSONAL AND CONFERENCE CAMERAS



Studio P5



Studio P15



Studio P21



Studio R30



Studio USB



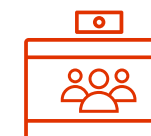
Studio E70



Easy-to-use  
and setup



4K camera with  
120 degree FOV



Poly DirectorAI  
video technology



Advanced  
microphone array and  
powerful speakers

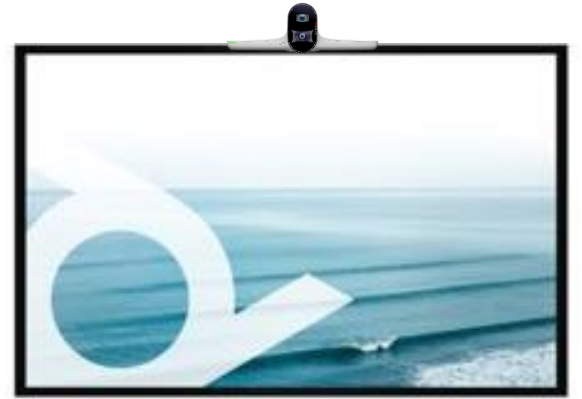
# POLY STUDIO E70 DETAILS

## CAMERA FIRST, BUT SO MUCH MORE

4 MEMS microphones  
for advanced tracking  
features

## ADVANCED CAMERA FRAMING

Advanced algorithms power the most  
advanced automated camera framing  
on the market with Group Framing  
and Speaker Tracking



## PRIVACY MATTERS

Motorized, integrated electronic  
privacy

## AIR QUALITY SENSORS

Measures CO2 levels  
(not FA)

## LOOK AT ME

Dual cameras (120/70 HFOV  
20MP 4K) ensure everyone  
in the room is seen clearly

## BIG THINGS COME IN SMALL PACKAGES

Small footprint, big experience

### Dimensions:

321 x 102 x 89.1 mm  
12.63 x 4.02 x 5.51 in





# DESK PHONES AND CONFERENCE PHONES



VVX x50 series



Edge B series



Edge E series



CCX 400



CCX 600



Trio C60



Rove



# CCX 350

## Entry level/common area

- 2.8" color LCD screen (640x 480)
- Durable Dialpad optimized for dirty work environments
- Android 9
- Poly HD Voice (150 Hz—7 kHz) with Acoustic Clarity, Poly Acoustic Fence, NoiseBlockAI
- 1x USB 2.0 (Type C)
- Wall mount stand (optional)
- SKU configuration: handset model only
- Microsoft Teams IP Phone with PC/Mac USB Audio. USB speakerphone capability with NoiseBlockAI

### Upgrade to CCX 500 or CCX 505 if you need:

- Dedicated Microsoft Teams button
- Best-in-class audio including NoiseBlockAI
- Integrated Bluetooth
- Integrated Wi-Fi (CCX 505)
- Choice of handset or no handset models





# CCX 500, CCX 505

## Knowledge Worker



- 5-inch multi-touch LCD display
- Android 9
- Poly HD Voice (100 Hz–20 kHz) with Acoustic Clarity, Poly Acoustic Fence, NoiseBlockAI
- Dedicated Microsoft Teams button
- Integrated Bluetooth
- 2 x USB 2.0 (Type A and Type C)
- CCX 505 has integrated Wi-Fi
- SKU configurations
  - CCX 500 with handset or no handset
  - CCX 505 with handset



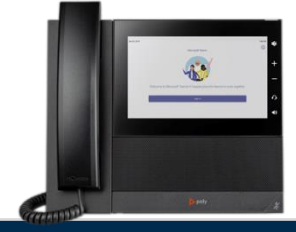
**Upgrade to CCX 600 if you need:**

- Larger landscape-oriented screen



(CCX 500 shown, headset not included)

# CCX PHONES, TEAMS EDITION



	Poly CCX 350	Poly CCX 400	Poly CCX 500, CCX 505	Poly CCX 600
<b>User type</b>	Entry-level/common area	Entry-level/common area	Office cubicle, knowledge worker	Manager, executive
<b>Touch</b>	✗	✓	✓	✓
<b>Color LCD display</b>	2.8-inch	5-inch	5-inch	7-inch
<b>Android</b>	Android 9	Android 9	Android 9	Android 9
<b>Dedicated Teams button</b>	✓	✗	✓	✓
<b>Poly HD Voice</b>	✓ (150 Hz-7 kHz)	✓ (150 Hz-7 kHz)	✓ (100 Hz-20 kHz )	✓ (100 Hz-20 kHz )
<b>NoiseBlockAI (Speakerphone)</b>	✓	✓	✓	✓
<b>USB</b>	1 USB (Type C)	1 USB (Type A)	2 USB (Type A ,Type C)	2 USB (Type A, Type C)
<b>Bluetooth</b>			✓	✓
<b>Wi-Fi</b>			CCX 505	✓
<b>Phone profiles</b>	Skype for Business, Microsoft Teams	Skype for Business, Microsoft Teams	Skype for Business, Microsoft Teams	Skype for Business, Microsoft Teams
<b>SKU Configuration</b>	Handset	Handset	CCX 500 - Handset, No handset CCX 505 - Handset	Handset, No handset



# POLY ROVE FAMILY

## Wireless DECT™ IP phone solution



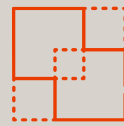
### Highly scalable solution

Personalized to fit your organization's needs and shift sizes



### Your privacy is protected

Conversations are secure with the latest standards in DECT™ wireless security



### Seamless on-site mobility

Communication can continue while moving throughout the site



### 24/7 product protection\*

Microban antimicrobial technology keeps products cleaner for longer



### Ruggedized IP65 technology\*

Drop proof\*\*, dust tight and water resistant



# VERTICAL USER PERSONAS – POLY ROVE

Poly Rove is targeted toward the following markets with **shift-based users**



**Healthcare**



**Manufacturing**



**Enterprise**



**Retail**



**Hospitality**



**Education**





# ANDROID BASED VIDEOCONFERENCE DEVICES



TC8 Touch Control

MTRoA



Studio X30



Studio X50



Studio X70



TC8 Touch Control

Zoom Rooms



  
**SIP/H.323**



G7500

**GoTo**



**BlueJeans**  
by Verizon



**BYOD**  
Device Mode

**Tencent 腾讯**



**RingCentral**

**StarLeaf**

**Raydiant**

**APPSPACE**

# OUR INTEGRATION STORY IS EXCEPTIONAL!



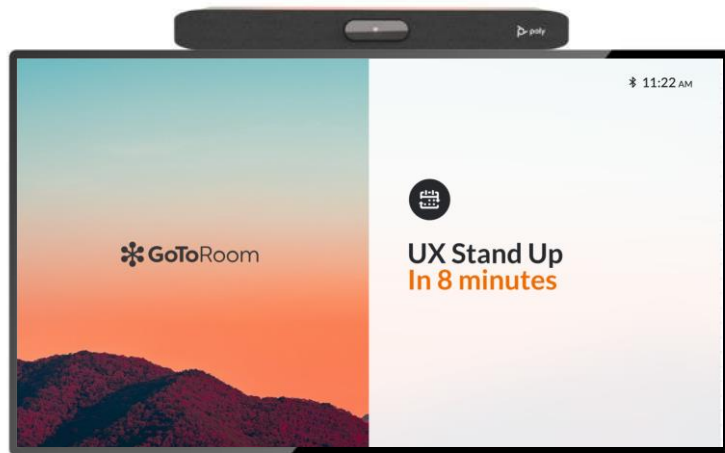
**Poly Video APP**



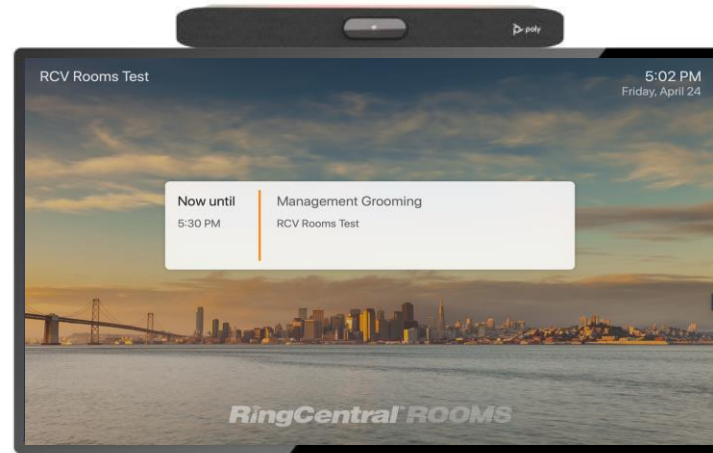
**Zoom Rooms APP**



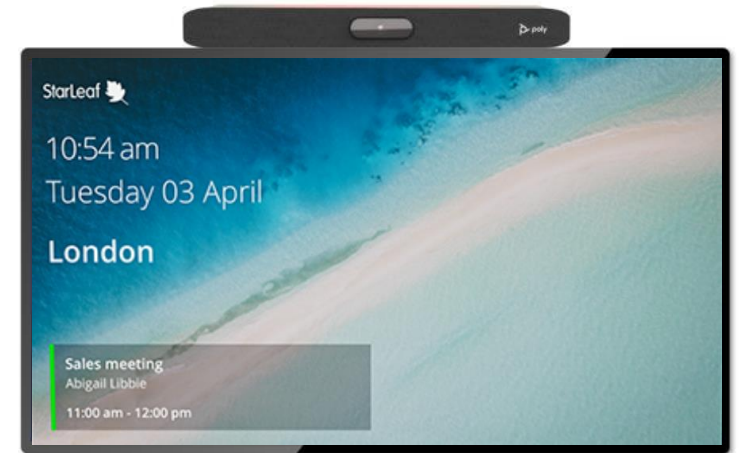
**MS Teams APP**



**poly GoTo APP**



**RingCentral APP**



**StarLeaf APP**

# RADICALLY SIMPLE TO CONNECT

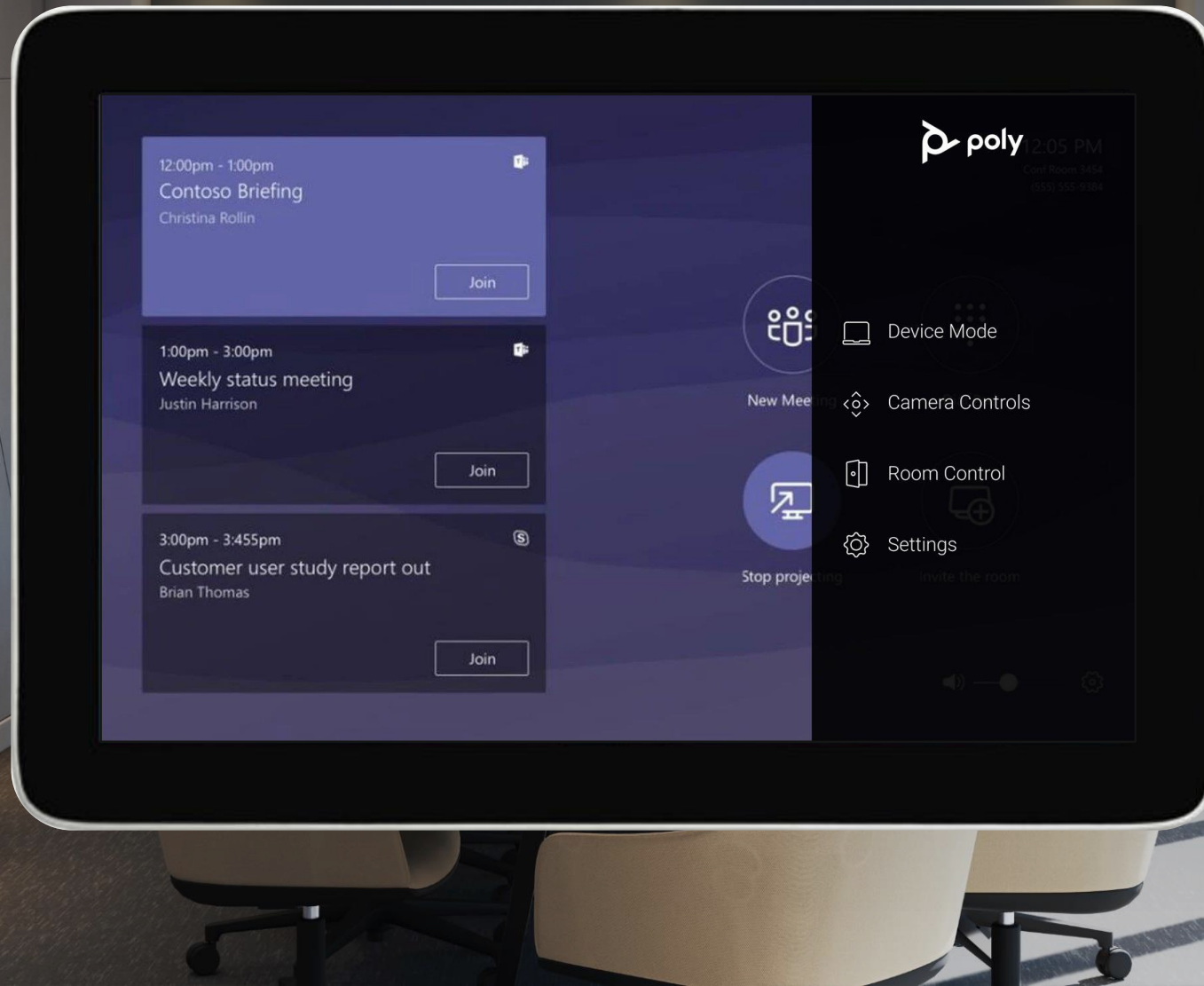
## USB Device Mode lets you connect to any platform

- Connect a PC or Mac to use the video system's camera, mics and speakers – Similar to Studio USB
- Users can dynamically switch from running native apps on Studio X to using the camera, mics, and speaker for apps on their laptop
- Gives much greater flexibility – ideal for customers with Zoom as a primary use case, but sometimes needs to connect to other services

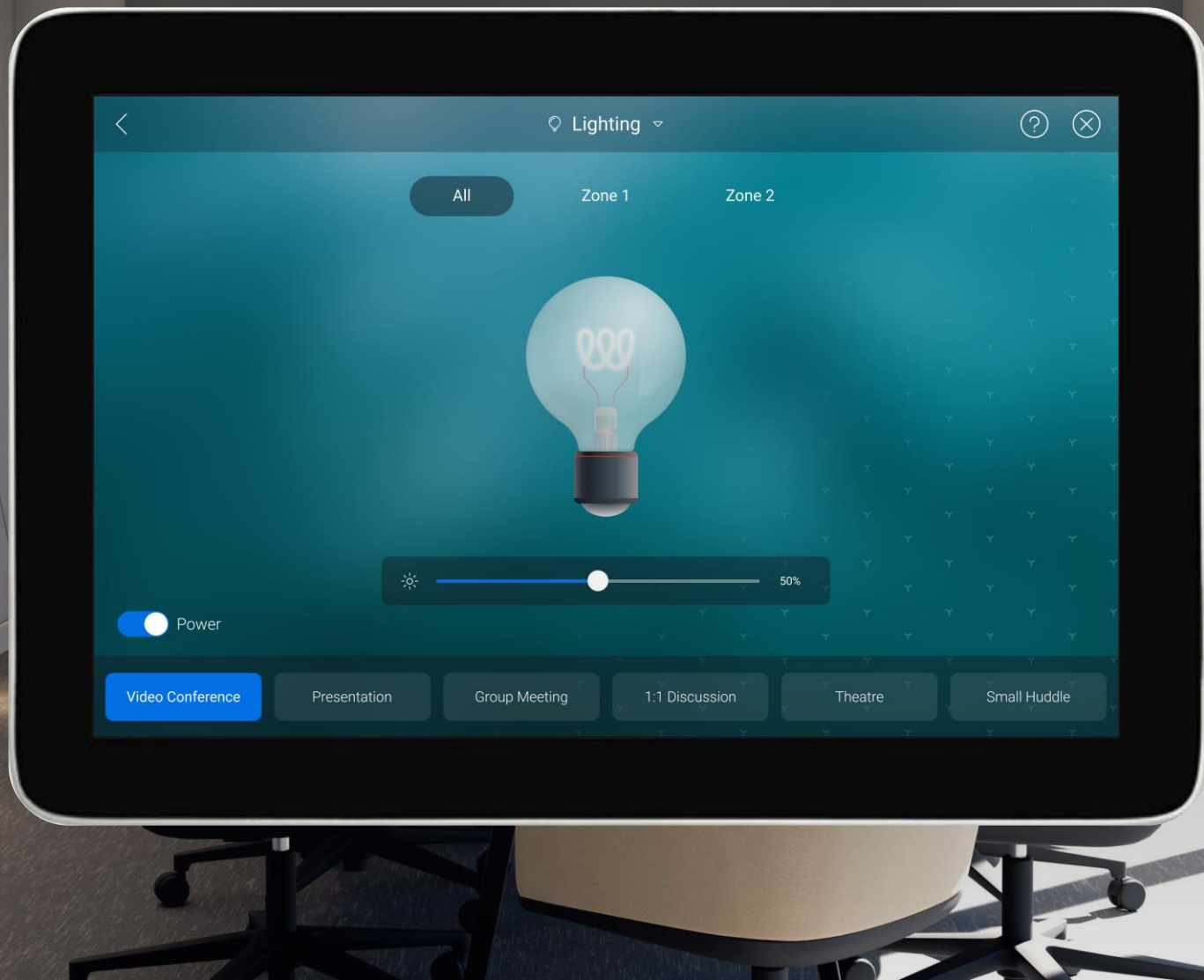




# INTEGRATION WORKS ACROSS PLATFORMS









## AppSpace and Raydiant Integration for Digital Signage

The digital display is divided into two main sections. The left section displays the 'poly' corporate website, featuring a dark blue background with orange and white text. It includes sections for 'GLOBAL BRAND IDENTITY', 'BRAND STORY', and 'BRAND WORLD'. The right section displays a weather widget for Dallas, showing a current temperature of 74° and a forecast for the next four days.

Day	Weather	Temperature
Tomorrow	Cloudy	74° / 90°
Thursday	Cloudy	74° / 90°
Friday	Cloudy	74° / 91°
Saturday	Cloudy	76° / 97°



# MICROSOFT TEAMS ROOMS ON WINDOWS



Poly Studio Focus Room Kit



Poly StudioSmall Room Kit



Poly Studio Medium Room Kit



Poly Studio Large Room Kit



BYOD and USB Extension Kit



Poly or 3rd Party DSP Audio



# Simple to set up and use

Consistent and Engaging meeting experiences for everyone, everywhere



## Simple to Connect

Simply connect Poly GC8 touch controller to the room PC with a single cable. Connect a USB speakerphone or your PC to GC8 integrated ports.



## Free Up Space

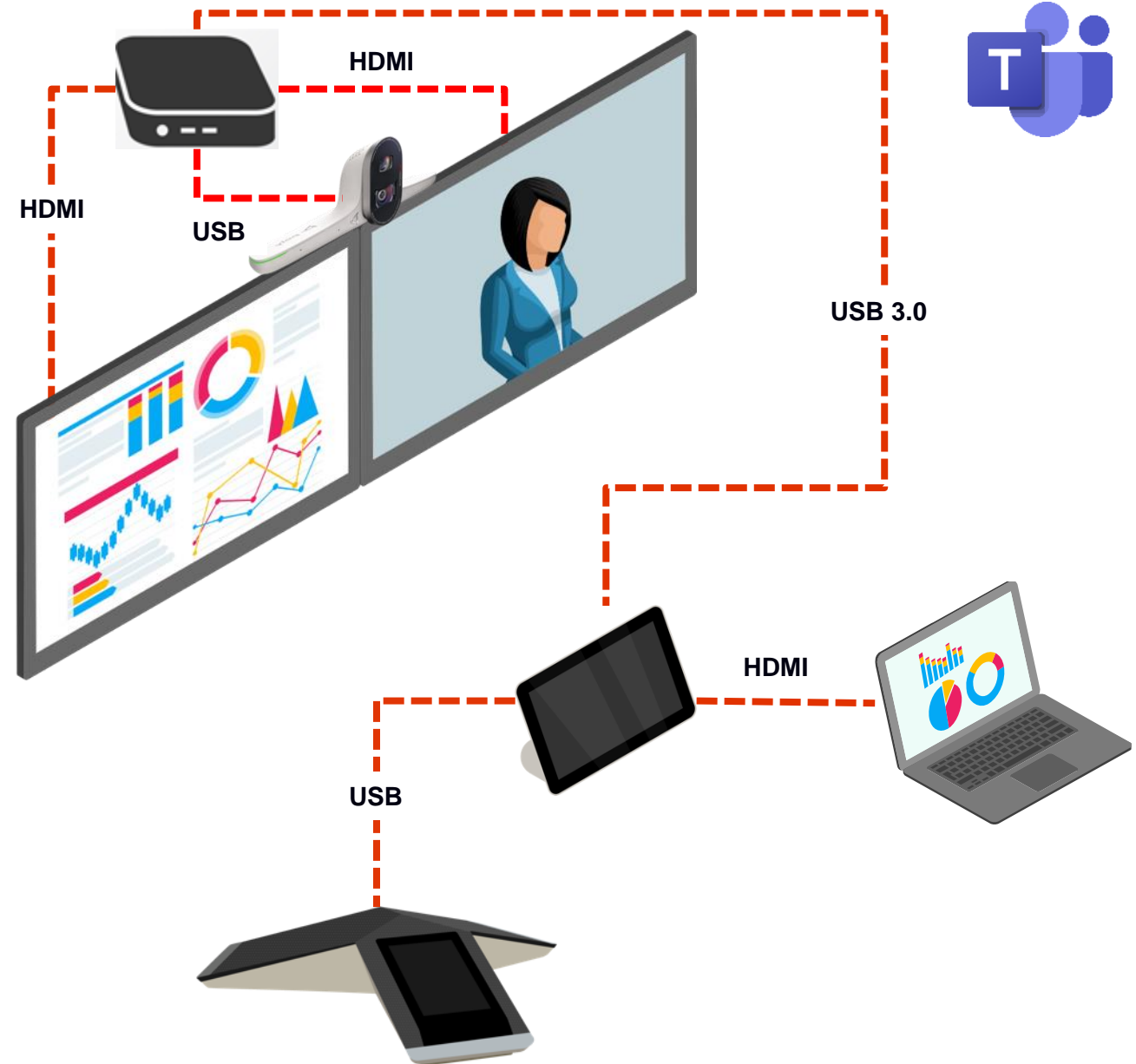
For smaller rooms such as focus and huddle, you want rooms simple and tidy. All-in-one video bars free up conference table. Just a GC8 touch console to control your meeting.



# Microsoft Teams Rooms for Windows

## Problems solved with Poly MTRoW

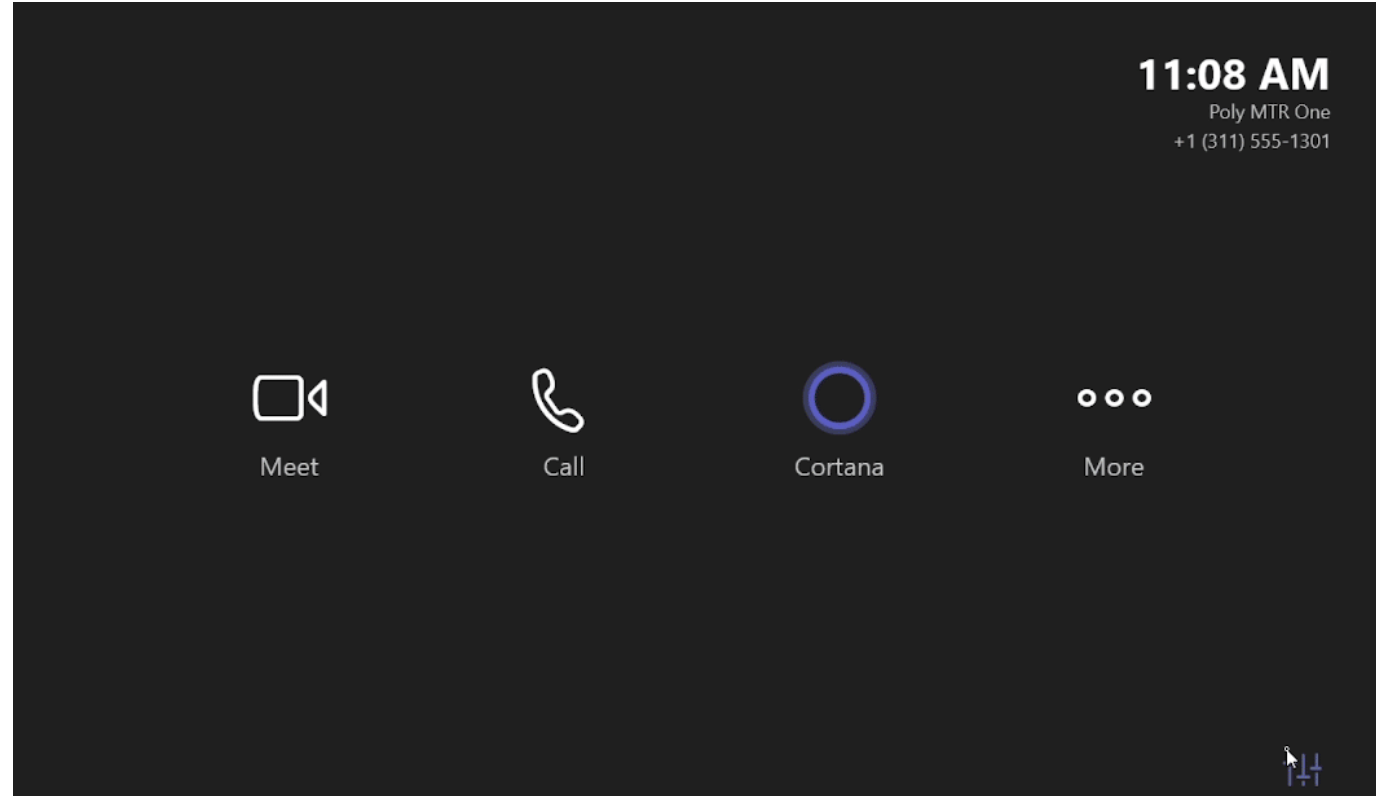
- ▶ Compute is hidden behind the screen.  
**No more users disconnecting** cables.
- ▶ **Single Cable** to the Table which is **not limited in length** (10-25-40m/32-82-130f)
- ▶ Controller is the table **Hub** for content and USB audio



# Poly Camera control App

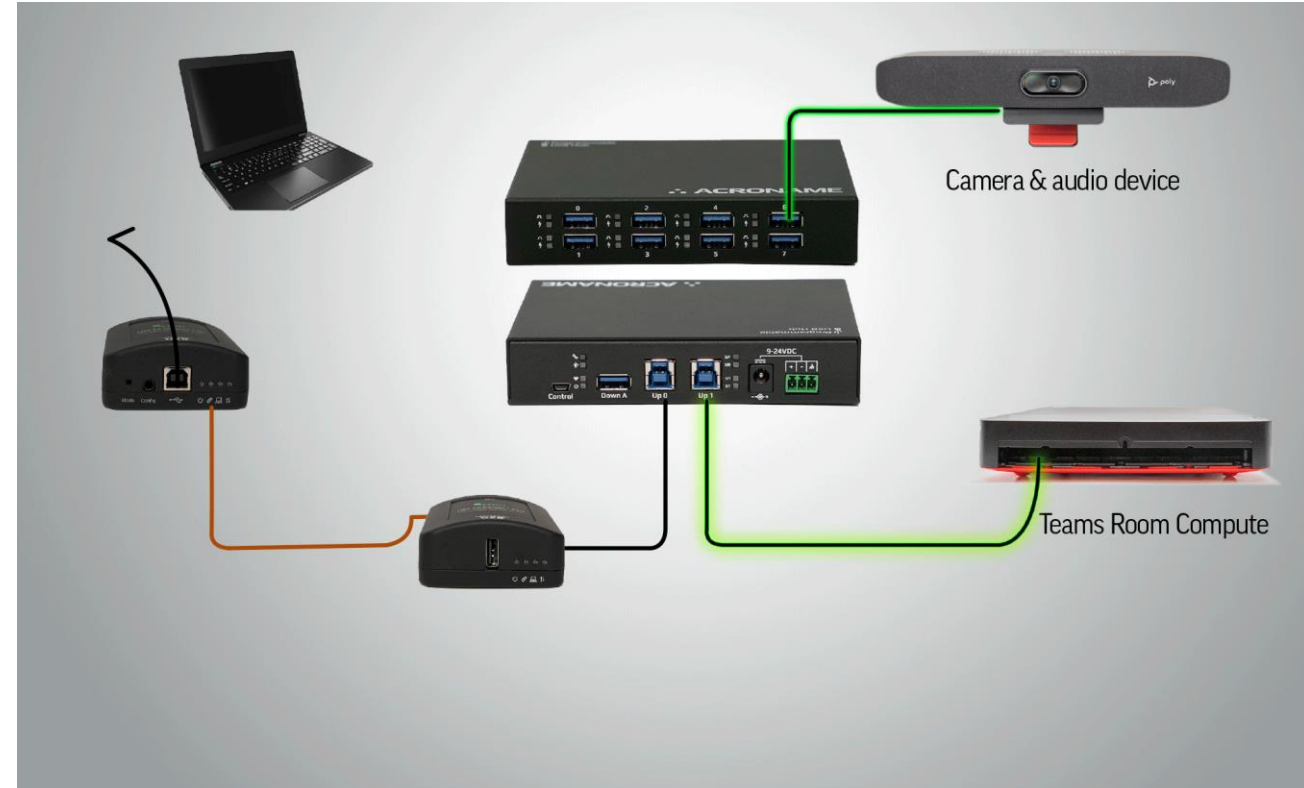
## Windows program to install on MTR computer

- Ability for users to control USB cameras for PTZ
- More advanced control on Poly cameras
- Turn on/off Tracking Mode
- Switch between Group and Speaker framing
- Adjust the zoom and movement setting
- Set Camera Presets position

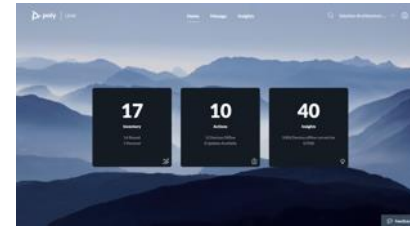


# BYOD Kit

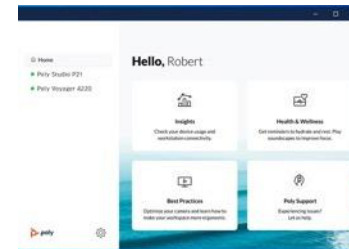
- Leverage Teams Room's camera and audio resource to connect to user's own laptop for any video app
- Simple to use: automatically switches A/V resources from the room PC to laptop, and back to room PC, after removing USB
- Connect GC8 HDMI cable to the laptop to project desktop screen on a room display
- Alternative to Teams Rooms "Direct Guest Join" feature to connect to Zoom and Cisco WebEX meetings, for full client experience



# POLY CLOUD MANAGEMENT AND SERVICES



Poly Lens Cloud management



Poly Lens Desktop



CVI for MS Teams

## POLY+



UNLIMITED, 24x7  
GLOBAL TECHNICAL  
SUPPORT



ECOSYSTEM CLOUD  
PARTNER SUPPORT



ADVANCE  
HARDWARE  
REPLACEMENT



EXTENDED THREE-  
YEAR PRODUCT  
REPLACEMENT



# COMPARING POLY+ TO POLY WARRANTY

PRIMARY FEATURES	Poly+	Poly Warranty
Software updates	✓	✓
Advance Replacement Next Business Day	✓	✗
Escalation support – technical	✓	✗
Global 24x7 support with video	✓	✗
Priority support access	✓	✗
Premium software access	✓	✗
Ecosystem Cloud Partner Support	✓	✗

✓ Fully supported

✗ Not supported



## WHY POLY+ WINS


Escalation process and advance replacement next business day ensures fastest resolution



Global 24x7 priority support, with Ecosystem Cloud Partner Support and video option

Professional Services discount valued by enterprise

Premium software access

# MY FIRST ROOM PROMOTION

 [PRODUCTS](#) [SOLUTIONS](#) [SHOP](#) [SUPPORT](#)

[CONTACT US](#)

## MY **FIRST** ROOM PROMOTION



Certified for  
Microsoft Teams

### SECURE YOUR FIRST POLY MICROSOFT TEAMS ROOM KIT TODAY!

Poly is delighted to offer your customers and prospects a unique, one-time discount on their FIRST Microsoft Teams Room. This offer applies to both the Poly Studio Focus and Small/Medium Room Kits for Microsoft Teams Rooms.

[FREQUENTLY ASKED QUESTIONS](#)

ENTER YOUR DETAILS TO APPLY.

\*Email Address:

\*First Name:

\*Last Name:

\*Work Phone:

\*Company Name:

\*Job Title:

\*Country:

\*Company Size:

# ONLY POLY DELIVERS PLATFORM AGNOSTIC SOLUTIONS FOR ALL HYBRID NEEDS

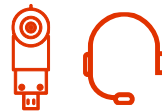
HOME OFFICE



ENTERPRISE OFFICE



THIRD SPACE



ON THE GO



CONFERENCE ROOM



Certified for  
**Microsoft Teams**



Q&A

# THANK YOU

Contacts :

Vaclav Petrželka, Territory Account Manager, [vaclav.petrzelka@hp.com](mailto:vaclav.petrzelka@hp.com)

Tomáš Kříž, Senior Sales Engineer, [tomas.kriz@hp.com](mailto:tomas.kriz@hp.com)

